

WHAT IS CLAIMED IS

1. A method for analyzing telecommunications data relating to a business entity, using business entity aggregation criteria, comprising the steps of:

(a) obtaining, from a plurality of telecommunications providers, telecommunications data relating to the business entity; and

5 (b) aggregating the telecommunications data from the plurality of telecommunications providers according to business entity aggregation criteria.

2. The method of Claim 1, wherein the telecommunications data includes usage data.

3. The method of Claim 1, wherein the telecommunications data includes cost data.

4. The method of Claim 1, wherein the business entity aggregation criteria includes usage aggregation criteria.

5. The method of Claim 4, wherein the usage aggregation criteria includes location usage data.

6. The method of Claim 4, wherein the usage aggregation criteria includes service usage data.

7. The method of Claim 4, wherein the usage aggregation criteria includes time usage data.

8. The method of Claim 4, wherein the usage aggregation criteria includes user-defined usage data.

9. The method of Claim 1, wherein the business entity aggregation criteria includes cost aggregation criteria.

10. The method of Claim 9, wherein the cost aggregation criteria includes location cost data.
11. The method of Claim 9, wherein the cost aggregation criteria includes service cost data.
12. The method of Claim 9, wherein the cost aggregation criteria includes time cost data.
13. The method of Claim 9, wherein the cost aggregation criteria includes user-defined cost data.
14. The method of Claim 1, wherein step (a) involves translating the telecommunications data to a uniform database format.
15. The method of Claim 1, further comprising the step of selecting at least one business entity aggregation criteria prior to step (b).
16. The method of Claim 15, wherein the selecting step involves selecting all of the business entity aggregation criteria.
17. The method of Claim 15, wherein the selecting step involves selecting a combination of the business entity aggregation criteria.
18. The method of Claim 1 further comprising the step of storing the aggregated telecommunications data into a database relating to the business entity.
19. The method of Claim 1, further comprising the step of providing the business entity with the aggregated telecommunications data which involves accessing the aggregated telecommunications data over a network via a network interface.

20. The method of Claim 1, further comprising the step of providing the business entity with the aggregated telecommunications data which involves delivering the aggregated telecommunications data over a network to the business entity.

21. The method of Claim 1, further comprising the step of providing the business entity with the aggregated telecommunications data by automation.

22. The method of Claim 1, further comprising the step of providing the business entity with the aggregated telecommunications data which involves providing a user query of the aggregated telecommunications data.

23. The method of Claim 1 further comprising the step of associating performance data with the aggregated telecommunications data.

24. The method of Claim 23, wherein the associating step involves:
combining the performance data with the aggregated telecommunications data;
and

5 storing combined performance and aggregated telecommunications data into a database.

25. The method of Claim 23, wherein the associating step involves storing the performance data into a file.

26. The method of Claim 24 further comprising the step of accessing the combined performance and telecommunications data over a network via a network interface.

27. The method of Claim 23 further comprising the step of accessing the performance data over a network via a network interface.

28. The method of Claim 24 further comprising the step of providing a user query of the combined performance and aggregated telecommunications data in the database.

29. The method of Claim 25 further comprising the step of providing a user query of the performance data in the file.

30. The method of Claim 23, wherein the performance data includes at least one of: sales success data, sales volume data, sales type data, bonus sales made data, and sales leads generation data

31. A computer system for analyzing telecommunications data from a plurality of telecommunications providers relating to a business entity, using business entity aggregation criteria, comprising:

5 (a) means for obtaining the telecommunications data relating to the business entity; and

(b) means for aggregating telecommunications data from telecommunications providers according to business entity aggregation criteria.

32. The computer system of Claim 31 further comprising means for providing the business entity with the aggregated telecommunications data.

33. The computer system of Claim 32, wherein the telecommunications data includes usage data.

34. The computer system of Claim 32, wherein the telecommunications data includes cost data.

35. The computer system of Claim 31, wherein the business entity aggregation criteria includes usage aggregation criteria.

36. The computer system of Claim 35, wherein the usage aggregation criteria includes location usage data.
37. The computer system of Claim 35, wherein the usage aggregation criteria includes service usage data.
38. The computer system of Claim 35, wherein the usage aggregation criteria includes time usage data.
39. The computer system of Claim 35, wherein the usage aggregation criteria includes user-defined usage data.
40. The computer system of Claim 31, wherein the business entity aggregation criteria includes cost aggregation criteria.
41. The computer system of Claim 40, wherein the cost aggregation criteria includes location cost data.
42. The computer system of Claim 41, wherein the cost aggregation criteria includes service cost data.
43. The computer system of Claim 41, wherein the cost aggregation criteria includes time cost data.
44. The computer system of Claim 41, wherein the cost aggregation criteria includes user-defined cost data.
45. The computer system of Claim 32, wherein said means for obtaining includes means for translating the telecommunications data to a uniform database format.

46. The computer system of Claim 31, further comprising means for selecting at least one business entity aggregation criteria prior to the aggregating means.
47. The computer system of Claim 46, wherein the means for selecting includes means for selecting all of the business entity aggregation criteria.
48. The computer system of Claim 46, wherein said means for selecting includes means for selecting a combination of the business entity aggregation criteria.
49. The computer system of Claim 31 further comprising means for storing the aggregated telecommunications data into a database relating to the business entity.
50. The computer system of Claim 31, wherein said means for providing includes means for accessing the aggregated telecommunications data over a network via a network interface.
51. The computer system of Claim 31, wherein said means for providing includes means for delivering the aggregated telecommunications data over a network to the business entity.
52. The computer system of Claim 31, wherein said means for providing is automated.
53. The computer system of Claim 31, wherein said means for providing includes means for providing a user query of the aggregated telecommunications data.
54. The computer system of Claim 31 further comprising means for associating performance data with the aggregated telecommunications data.
55. The computer system of Claim 54, wherein said means for associating includes:

means for combining the performance data with the aggregated telecommunications data; and

- 5 means for storing combined performance and aggregated telecommunications data into a database.

56. The computer system of Claim 55, wherein said means for associating includes means for storing the performance data into a file.

57. The computer system of Claim 55 further comprising means for accessing the combined performance and telecommunications data over a network via a network interface.

58. The computer system of Claim 54 further comprising means for accessing the performance data over a network via a network interface.

59. The computer system of Claim 55 further comprising means for providing a user query of the combined performance and aggregated telecommunications data in the database.

60. The computer system of Claim 56 further comprising means for providing a user query of the performance data in said file.

61. The computer system of Claim 54, wherein said performance data includes at least one of: sales success data, sales volume data, sales type data, bonus sales made data, and sales leads generation data.

62. A machine-readable program storage device for storing encoded instructions for a method of analyzing telecommunications data relating to a business entity, using business entity aggregation criteria, said method comprising the steps of:

- (a) obtaining, from a plurality of telecommunications providers,
5 telecommunications data relating to the business entity; and

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(b) aggregating the telecommunications data from the telecommunications providers according to business entity aggregation criteria.

63. The machine-readable program storage device of Claim 62, wherein the telecommunications data includes usage data.

64. The machine-readable program storage device of Claim 62, wherein the telecommunications data includes cost data.

65. The machine-readable program storage device of Claim 62, wherein the business entity aggregation criteria includes usage aggregation criteria.

66. The machine-readable program storage device of Claim 65, wherein the usage aggregation criteria includes location usage data.

67. The machine-readable program storage device of Claim 65, wherein the usage aggregation criteria includes service usage data.

68. The machine-readable program storage device of Claim 65, wherein the usage aggregation criteria includes time usage data.

69. The machine-readable program storage device of Claim 65, wherein the usage aggregation criteria includes user-defined usage data.

70. The machine-readable program storage device of Claim 62, wherein the business entity aggregation criteria includes cost aggregation criteria.

71. The machine-readable program storage device of Claim 70, wherein the cost aggregation criteria includes location cost data.

72. The machine-readable program storage device of Claim 70, wherein the cost aggregation criteria includes service cost data.
73. The machine-readable program storage device of Claim 70, wherein the cost aggregation criteria includes time cost data.
74. The machine-readable program storage device of Claim 70, wherein the cost aggregation criteria includes user-defined cost data.
75. The machine-readable program storage device of Claim 62, wherein step (a) of the method involves translating the telecommunications data to a uniform database format.
76. The machine-readable program storage device of Claim 62 wherein the method further comprises the step of selecting at least one business entity aggregation criteria prior to step (b).
77. The machine-readable program storage device of Claim 76, wherein the selecting step of the method involves selecting all of the business entity aggregation criteria.
78. The machine-readable program storage device of Claim 76, wherein the selecting step of the method involves selecting a combination of the business entity aggregation criteria.
79. The machine-readable program storage device of Claim 62, wherein the method further comprises the step of storing the aggregated telecommunications data into a database relating to the business entity.
80. The machine-readable program storage device of Claim 62, wherein the method further comprises the step of providing the business entity with the aggregated

telecommunications data which involves accessing the aggregated telecommunications data over a network via a network interface.

81. The machine-readable program storage device of Claim 62, wherein the method further comprises the step of providing the business entity with the aggregated telecommunications data which involves delivering the aggregated telecommunications data over a network to the business entity.

82. The machine-readable program storage device of Claim 62, wherein the method further comprises the step of providing the business entity with the aggregated telecommunications data by automation.

83. The machine-readable program storage device of Claim 62, wherein the method further comprises the step of providing the business entity with the aggregated telecommunications data which includes providing a user query of the aggregated telecommunications data.

84. The machine-readable program storage device of Claim 62 wherein the method further comprises the step of associating performance data with the aggregated telecommunications data.

85. The machine-readable program storage device of Claim 84, wherein the associating step of the method includes:

combining the performance data with the aggregated telecommunications data;

and

5 storing combined performance and aggregated telecommunications data into a database.

86. The machine-readable program storage device of Claim 84, wherein the associating step of the method includes storing the performance data into a file.

87. The machine-readable program storage device of Claim 85 wherein the method further comprises the step of accessing the combined performance and telecommunications data over a network via a network interface.
88. The machine-readable program storage device of Claim 84 wherein the method further comprises the step of accessing the performance data over a network via a network interface.
89. The machine-readable program storage device of Claim 85 wherein the method further comprises the step of providing a user query of the combined performance and aggregated telecommunications data in the database.
90. The machine-readable program storage device of Claim 86 wherein the method further comprises the step of providing a user query of the performance data in the file.
91. The machine-readable program storage device of Claim 84, wherein the performance data includes at least one of: sales success data, sales volume data, sales type data, bonus sales made data, and sales leads generation data.